



## *SUCCESS STORY*

### *PHILADELPHIA DISTRICT OFFICE*

U. S. SMALL BUSINESS ADMINISTRATION

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### **Kane is Able...Still Trucking After All These Years**

**Scranton, PA-** It began as a one-truck operation during the height of the Great Depression. Edward J. Kane, an insurance salesman with a family to support, was faced with dwindling sales. In 1930, he traded his car for a used truck and provided local hauling to the valley regions of Northeast Pennsylvania. Thus began Kane Freight Lines.

Eugene J. Kane took over the family business in 1955. In 1956, he established Kane Warehousing in a 2,000 sq. ft. facility as an adjunct to the trucking business. Hard work, vision, determination and integrity are some of the ingredients which Eugene J. Kane used to grow this business.

Today, Kane is a full service, third party logistics provider for the entire Northeast United States. They have over 600 employees and \$70 million in annual sales.

Kane is Able is made up of two divisions: Kane Warehousing and Kane Freight Lines.

Kane Warehousing, Inc. operates modern facilities that include air conditioned, dry, humidity controlled, cross-docking, and packaging-fulfillment centers.

Kane Freight Lines, Inc.'s state-of-the-art transportation fleet provides overnight market service to the entire northeastern US: 36% of the US population, or 80 million consumers. Kane's fleet provides consolidations on dry and refrigerated products, as well as truckload high cube orders. Their customers include Sam's Club, Kimberly-Clark, Kraft Foods, and Procter & Gamble.

Eugene Kane was recently honored by the U.S. Small Business Administration at a special event that concluded a year long celebration of the 50<sup>th</sup> Anniversary of the SBA. As part of this celebration SBA highlighted the success of Kane is Able, Inc. and that of other local businesses that SBA has assisted over the past fifty years.

Kane received SBA loans in 1958, '59, '63, '64 and 1977. He is grateful for SBA's assistance. "My parents trusted me to carry on the business. SBA trusted me with a direct loan. This loan made our business survive. Other SBA loans were for expansion. I was raised with the belief 'You never betray a trust or confidence.'"

Edward Kane's grandchildren are now involved with the business. Gene Jr. is the company's Executive Vice President. Dick is the company's President and CEO. Chris heads the Sales and Marketing Department. Ned leads the team of Transportation professionals. Michael, possessing a Ph.D., provides strategic planning and advice. Kathleen and Kelly support Kane's associates through their work in the Human Resources Department.

With the third generation, Kane operates facilities of 3.5 million square feet. The fleet and warehouse capabilities far exceed the dreams of the founder, but their reputation for integrity and fairness will remain constant as they grow into the future.

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